

## APPENDIX A

## EXPORT-IMPORT BANK OF THE UNITED STATES

WORKING CAPITAL GUARANTEE PROGRAM  
OPTIONAL FORM OF BORROWING BASE CERTIFICATE (Rev. 10/99)

Borrower:

Ex-Im Bank Working Capital Guarantee No.:

Covers Period From:

To:

Line:

1	Beginning Gross A/R (Line 5, previous Certificate)	
2	Add: Export sales since last Certificate	
3	Less: •Payments Received	
4	•Credit Memos/ other adjustments	
5	Ending Gross A/R (carry to Line 1, next Certificate)	
	Less A/R Exclusions from Borrowing Base, per most recent A/R aging:	
6	•Ineligible Retainages	
7	•Past Due	
8	•Other	
9	Eligible A/R (NON-Retainage)	
10	@ Disbursement Rate	
11	Eligible RETAINAGE A/R	
12	@ Disbursement Rate	
13	Beginning Inventory (Line 16, previous Certificate)	
* 14	Add: "Ins" since last Certificate	
* 15	Less: "Outs" since last Certificate	
16	Ending Inventory (carry to Line 13, next Certificate)	
17	Less Inventory Exclusions from Borrowing Base (if	
18	Eligible Inventory	
19	@ Disbursement Rate	
	Other Collateral (if any)	
** 20	•Cash or Cash Equivalents @ 100% =	
21	•Other - Describe:	
22	Disbursement Rate for Collateral on Line 21:	
	TOTAL LOANABLE COLLATERAL	
	Less: Reserves for Letters of Credit (L/Cs):	
23	•Non-Warranty L/Cs (from Line D @ 25% =	
** 24	•Warranty L/Cs (from Line G below @ 100% =	
25	LOANABLE COLLATERAL AVAILABLE TO SUPPORT DISBURSEMENTS	

For Borrowing Base Certificates "as of" month-end:

5(a) Total Ending A/R this Borrowing Base, Line 5:

5(b) Total A/R per General Ledger:

General Ledger .....

5(c) Total A/R per Accounts Receivable aging:

A/R Aging date .....

Attach reconciliation of differences between Lines 5(a), 5(b), and 5(c).

Over 60 days past due, OR over 90 days past due if insured.

Loanable Value:

EX-IM BANK APPROVAL IS REQUIRED!

Loanable Value:

\* OPTIONAL - OR use month-end figures throughout the month (without reporting intra-month activity).

PROVIDE BREAKDOWN of Line 16 (Total should equal Line

Raw Materials

Work In Process

Finished Goods

Other

Total Inventory

Loanable Value:

Loanable Value:

\*\* Warranty Letters of Credit must be at least 100% collateralized, OF WHICH at least 25% must consist of cash and/or cash equivalents.

@ 25% =

@ 100% =

=

Line:

A	Authorized Ex-Im Bank Maximum Amount	
	<u>Less Set-aside for Letters of Credit (L/Cs)</u> (both Standby and Commercial	
	•NON-Warranty Letters of Credit:	
B	...previously issued (Line D from previous Certificate)	
C	...to be issued per this request	
D	Total NON-Warranty L/Cs (carry to Line B, next Cert.)	
	•WARRANTY Letters of Credit - EX-IM BANK APPROVAL REQUIRED!	
E	...previously issued (Line G from previous Certificate)	
F	...to be issued per this request	
G	Total Warranty L/Cs (carry to Line E, next Certificate)	
	Total Letters of Credit (Lines D + G)	
H	PORTION OF MAXIMUM AMOUNT (Line A) AVAILABLE FOR DISBURSEMENTS	
I	Beginning Loan Balance (Line I, previous Certificate)	
J	Less: Payments Received	
K	Add: Disbursement Requested	
L	Ending Loan Balance (carry to Line I, next Certificate)	

Line:

Yes/No

M	Is Line H amount greater than or equal to Line L amount?	
N	Is Line 25 amount greater than or equal to Line L amount?	
O	Does Borrowing Base comply with maximum 60% Inv. Reliance? (See Sample Borrowing Base Calculations, Appendix B, for examples.)	
P	Do all Eligible A/R & Inv comply with Country Limitation	

If the answers to M, N, O, and P are all "Yes", it is anticipated that the Borrowing Base parameters will be acceptable for the Lender to make a Disbursement and/or issue Letter(s) of Credit.

## CERTIFICATION OF BORROWER:

By: (Sign)

(Print)

Title:

Date: